



Overview

Mikey Langlois

Membership and Programs Manager

The Impact Foundry Mission



Impact Foundry exists to increase the capacity and impact of the nonprofit sector through training, technical assistance, and strategic collaboration.





Why 'Impact Foundry'?



We believe it takes all four sectors to create sustainable change: **business, government, philanthropy and nonprofits.**

Our programs seek to bring **all four** sectors together, resulting in meaningful impact.



Impact Foundry: An Evolution



- Nonprofit Resource Center 1989-2015 (501c3)
 - Resources and training focus
- ***Reignited*** as **The Impact Foundry** in 2015
 - New 11-member Board and staff leadership team
 - Building on business **success** of 3fold Nonprofit Services led by Kim Tucker
- Program & Funding Shift
 - Passive resources to **proactive engagement**
 - Start-ups to **sustainability** and **impact**
 - Earned Revenue Model: Membership, consultation services
 - Partnership with business, foundation & philanthropic sectors



Impact of Regional Nonprofit Sector



Vital & trusted partner to business and government

- Delivering essential services & positively impacting quality of life
- There are over 16,000 nonprofits in the four-county Sacramento region
- 30% growth in number of people employed 2009-2013
- Sacramento region's nonprofit sector accounts for 15% of all jobs
- Sacramento region nonprofits represent \$7.5B+ in revenue
- Local nonprofits represent \$34B+ in assets
- 12,000 volunteers who serve on boards & in-service

Source: Caster Family Center for Nonprofit Research; UC San Diego



Regional Nonprofit Sector Challenges



- Demand for Services Trending Up
- Capacity to Serve: Not Keeping Pace
- Unsustainable lean Operations
 - Admin overhead average 11%
 - Less than 6 months reserves
- Strategic Needs
 - Most do not have strategic plans
 - 42% of local nonprofits have no meaningful impact metrics
 - 77% have no leadership succession plan



Source: Caster Family Center for Nonprofit Research; UC San Diego

Regional Nonprofit Sector Challenges

Impact Foundry 2015 Survey of Regional Nonprofit Critical Needs



- Leadership & sustainability
 - Sustainable funding
 - Board performance
 - Strategic planning
 - Executive Director leadership performance
- Organizational
 - Fund development strategy
 - Grant proposal development
 - Marketing communications
 - Impact measurement
- Board governance
 - Board fundraising effectiveness
 - Recruit & retain effective members
 - Rebuild board

change.
challenge.
opportunity.

The Foundation Directory Online



A comprehensive database of foundations and past grants.

- Search over 140,000 grant-makers
- Search past grants that have been distributed
- Email or download detailed reports
- Accessed at the Impact Foundry Resource Center



Grant Station



Grant Station is an online resource that helps you to find, build, write and win grant proposals.

- Online database of grant-makers and foundations
- Grant Station includes webinars, trends, and tools
- Access remotely, at home or the office
- \$75 Impact Foundry membership add-on (valued at \$699)



Grant Proposal Boot Camp

Part One: **Organizational Readiness**

Is your organization ready to apply for grants?



Part Two: **Organizing and Writing your Proposal**

Master the basics of grant writing so you can produce winning grant proposals.

Part Three: **Researching Funding Opportunities**

Learn who gives grants, the process for finding potential grant funders, how to identify if a funder is good match.

Additional Resources



- Sacramento Region Funder Database
- Impact Foundry Newsletter: Grant opportunities
- Website Tools and Templates



Upcoming Grant Workshops

Grant Proposal Bootcamp

July 31 – August 1

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Introduction to the Foundation Directory Online

September 12

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Grant Proposal Bootcamp

September 25 – 26

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Grant Proposal Bootcamp

November 7 - 8

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Upcoming Workshops

Uniform Guidance: What the Government Wants

August 7

Self Care for Nonprofit Professionals

August 15

Board and Staff Relations for Board Members

August 23

How to Build Your Board: Board Recruitment

August 30

Championing Change in the Age of Social Media

September 19

Why Non One Seems to Know What Our Business Does

October 3



3rd Annual *What IF* Conference

When: February 6, 2019

Where: McClellan Conference Center

Keynote: Dan Pallotta



Join 600 attendees, 25 sponsors and 35 vendors for a day of inspiration, learning, celebration and networking

Thank You!

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We're open:

Monday – Thursday from 9am-5pm

Friday from 9am-4pm